

## Message Text

UNCLASSIFIED

PAGE 01 COPENH 01789 281616Z

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 DODE-00 EB-08 NSAE-00

USIA-15 TRSE-00 ERDA-07 CIAE-00 /043 W

-----282001Z 010427 /45

R 281438Z MAR 77

FM AMEMBASSY COPENHAGEN

TO SECSTATE WASHDC 4163

UNCLAS COPENHAGEN 1789

E.O.: 11652: N/A

TAGS: ESTC, DA

SUBJ: P.L. TRANSACTION CHECK: INSTRUTEK APS, HORSENS,  
DENMARK

REF : STATE 62613

1. INSTRUTEK APS, HORSENS, DENMARK WAS ESTABLISHED IN 1969 BY ITS PRESENT MANAGING DIRECTOR, MR. ERLING NIELSEN, WHO IS A DANISH CITIZEN. IT ACTS AS AN IMPORTING AGENT, DISTRIBUTOR (OWN WAREHOUSE), AND EXPORTER OF ELECTRONICS EQUIPMENT, ELECTRONIC COMPONENTS, AND MEASURING INSTRUMENTS, ITS PRINCIPAL CUSTOMERS ARE STATED TO BE THE DANISH MILITARY, DANISH AND NORDIC COUNTRIES' INDUSTRY, AND SCIENTIFIC INSTITUTIONS, INCLUDING THE TECHNICAL UNIVERSITY OF DENMARK.

2. ACCORDING TO NIELSEN, THE GOODS IN QUESTION HAVE NOT YET BEEN RESOLD. THEY WILL BE STOCKED IN THE COMPANY'S WAREHOUSE AT HORSENS, AND OFFERED FOR SALE, MAINLY TO DANISH TELEPHONE MANUFACTURERS, AND DATA PROCESSING EQUIPMENT MANUFACTURERS.

3. AS THE EMBASSY HAS ONLY THE ABOVE INFORMATION PROVIDED BY THE DANISH COMPANY UPON WHICH TO BASE ITS RECOMMENDATION, WE BELIEVE THAT A VISIT TO THE FIRM FOR THE PURPOSE OF INSPECTING WAREHOUSE FACILITIES AND ITS RECORD KEEPING SYSTEM WOULD BE APPROPRIATE BEFORE MAKING ANY FINAL RECOMMENDATION.

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NIELSEN HAS INDICATED THAT HE WOULD HAVE NO OBJECTION TO SUCH A VISIT, AND THAT HE WILL COOPERATE FULLY ON A POSSIBLE INSPECTION. ACCORDING TO A CURRENT CREDIT RATING REPORT, THE FIRM IS CONSIDERED GOOD FOR A MODERATE TRADE CREDIT.

4. AS HORSENS IS LOCATED IN JUTLAND SOME 200 MILES FROM COPENHAGEN, IT IS REQUESTED THAT FISCAL DATA FOR TRAVEL AND ONE

DAY'S PER DIEM, AT TOTAL COST OF ABOUT DOLS. 120. BE PROVID-  
ED TO ENABLE THE EMBASSY TO CARRY OUT THE P.L. TRANSACTION  
CHECK.  
DEAN

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** ELECTRONIC EQUIPMENT, TRANSACTION CHECKS, STRATEGIC TRADE CONTROLS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 28-Mar-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Reference:** 77 STATE 62613  
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**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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